

Message Text

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PAGE 01 PARIS 35831 081738Z

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 W

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R 081718Z DEC 77

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 2820

UNCLAS PARIS 35831

DEPARTMENT PLEASE PASS TO LOS ANGELES COMMERCE DISTRICT
OFFICE - ATTENTION ROBERT WELSH - ROOM 800.

E.O. 11652: N/A

TAGS: BEXP FR

SUBJECT: CALIFORNIA COMPANIES NATIONAL CTC AND ORCAL
MARKETING CORPORATION.

SUMMARY: PLEASE PROVIDE INFORMATION ON THE BUSINESS
REPUTATION AND FINANCIAL STANDING OF THE TWO SUBJECT
COMPANIES. INFORMATION IS NEEDED QUICKLY BY CABLE OR
PHONE AS MR. ICENOGLE, PRESIDENT OF ORCAL MARKETING HAS
INFORMED THE EMBASSY THAT HE WILL VISIT PARIS APPROXI-
MATELY DECEMBER 12, 1977. AUTHORITIES OF THE
GOVERNMENT OPERATED TELEPHONE SYSTEM HAVE EXPRESSED AN
INTEREST IN THE CORDLESS TELEPHONE LICENCING APPORTUNITY
PROPOSED BY THESE FIRMS.

1. ORCAL MARKETING CORPORATION IS THE EXPORT MANAGEMENT
COMPANY SERVICING NATIONAL C.T.C. THIS LATTER FIRM
IS A MANUFACTURER OF CORDLESS TELEPHONES. NO INFORMATION
ON THESE COMPANIES IS AVAILABLE IN THE DIRECTORIES OF
OUR COMMERCIAL LIBRARY.

2. MR. ICENOGLE PRESIDENT OF THE EXPORT HOUSE ORCAL
MANAGING CORPORATION IN A LETTER TO THE EMBASSY STATED
HE HAD BEEN ADVISED TO WRITE FOR ASSISTANCE IN
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OBTAINING BUSINESS CONTACTS BY ROBERT WELSH OF THE
LOS ANGELES OFFICE. THE ORCAL REP WILL BE IN EUROPE,
DECEMBER 2-20 -PARIS ABOUT DECEMBER 12- SEEKING A
LICENSING AGREEMENT FOR MANUFACTURING THE "EASY TOUCH"
CORDLESS TELEPHONE.

3. THE GOVERNMENT OPERATED TELEPHONE SYSTEM IN FRANCE

CONSTITUTES OVER 75 OF THE DOMESTIC MARKET AND NO EQUIPMENT CAN BE USED PUBLICLY OR PRIVATELY UNLESS IT HAS RECEIVED PTT APPROVAL. BECAUSE OF THE PRIMORDIAL IMPORTANCE OF THE PTT AUTHORITIES IN THE FIELD OF TELECOMMUNICATIONS IN FRANCE THE EMBASSY WISHES TO BE SURE THAT ORCALL AND NATIONAL CTC ARE WELL ESTABLISHED FIRMS BEFORE INTRODUCING THEM TO PTT AUTHORITIES.

4. COMPLETE ADDRESSES:

ORCAL MARKETING CORPORATION
1 CITY BOULEVARD WEST
BANK OF AMERICA TOWER - ROOM 414 - THE CITY
ORANGE CALIFORNIA 92668
TELEPHONE: 634 14 90 - TELEX: 678 360

ORCAL STATES THEY ARE MEMBERS OF FOLLOWING ORANGE COUNTY ORGANIZATIONS: INTERNATIONAL MARKETING ASSOCIATION: CHAMBER OF COMMERCE; INTERNATIONAL TRADE LEAGUE.

NATIONAL CTC
1104 EAST 17TH ST. SUITE G
SANTA ANA, CALIFORNIA 92701
TELEPHONE: 714 - 973-1226

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEE.

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Message Attributes

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Disposition Approved on Date:
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Disposition Comment:
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Disposition Event:
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Subject: CALIFORNIA COMPANIES NATIONAL CTC AND ORCAL MARKETING CORPORATION. SUMMARY: PLEASE PROVIDE INFORMATION ON THE BUSINES
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To: STATE
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/3e7cb708-c288-dd11-92da-001cc4696bcc
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